



# Annual General Meeting

28<sup>th</sup> June 2017



---

# AGM Strategic Update

**Sir Don Cruickshank**, Chairman

**Simon Cole**, Chief Executive Officer

28<sup>th</sup> June 2017

# Summary



---

## **Transaction with MediaMarktSaturn completed as expected:**

- Acquisition of 24-7 Entertainment ApS and associated contracts
- Existing contracts worth £11m over 3 years
- New contract for digital services with MediaMarktSaturn worth £6m over 3 years
- Consideration 23,144,616 shares (12.7%)
- MediaMarktSaturn becomes largest shareholder in 7digital
- 7digital becomes global leader in supply of B2B music streaming services

# MediaMarktSaturn



---

- **Europe's leading retailer of entertainment and electronic goods**
  - 6m customer contacts daily
  - 1,000 physical stores in 15 countries as MediaMarkt, Saturn and Redcoon
  - Sales of €22 bn in 2015/16
- **Digital services**
  - Existing: Juke 360! In Germany and Netherlands
  - New: 2 year development contract to create new services across Europe
- **Driving digital transition**
  - Retail is critical to the music industry in moving physical sales to digital

# Forecasts for 7digital



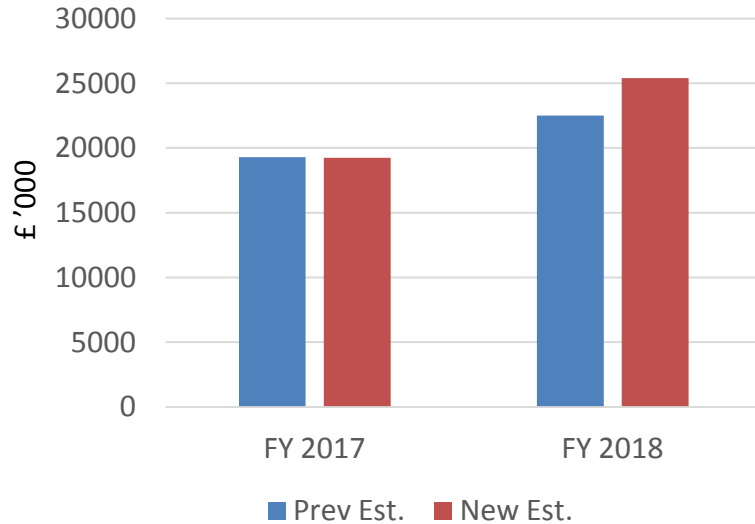
---

- **Changed mix of revenues**
  - Previous estimates based on assumptions of existing 24-7 revenues
  - Revenues now mixed
    - Existing 24-7 contracts
    - New development contract with MediaMarktSaturn
- **Changed assumptions about transition**
  - Previously assumed transition to full consolidation savings over 3 years
  - New services can be run from existing 7digital platform with increased investment this year
  - Consolidation savings can be brought forward to mid 2018
  - Creates increased LBITDA in 2017 but nearly doubles EBITDA in 2018
  - 2019 will see first year of full consolidation savings

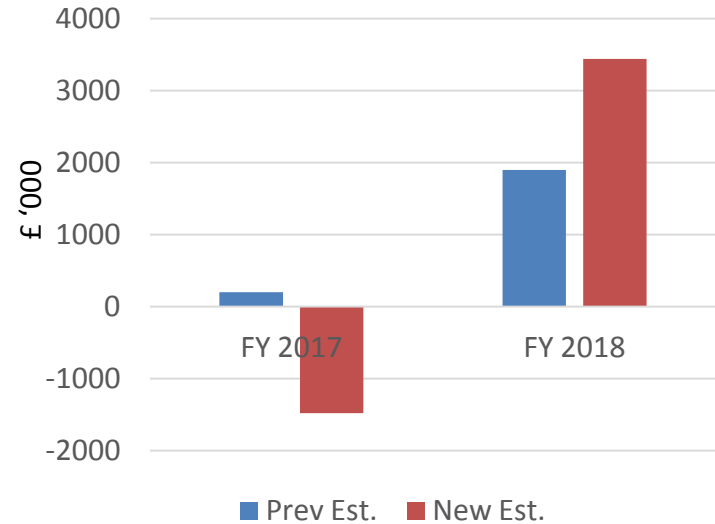
# In Numbers



### Turnover



### EBITDA





---

# Annual General Meeting

28<sup>th</sup> June 2017

# Proxy vote results

7DIGITALGROUPPLC  
Annual General Meeting, 28-JUN-2017 11:00

## ORDINARY SHARES

### Appointing the Chairman

Resolution	Votes	In Favour		Discretion			Against			Withheld	
		%age	Items	Votes	%age	Items	Votes	%age	Items	Votes	Items
1	20,152,458	100	25	0	0	0	0	0	0	530	2
2	20,072,099	99.59	20	335	0.01	1	79,994	0.4	4	560	2
3	20,146,623	99.96	23	5,835	0.03	2	200	0.01	1	330	1
4	20,146,523	99.97	22	5,835	0.03	2	0	0	0	630	3
5	20,073,093	99.99	24	0	0	0	30	0.01	1	79,865	2
6	20,073,093	99.99	24	0	0	0	30	0.01	1	79,865	2
7	20,072,893	100	24	0	0	0	0	0	0	80,095	3
8	20,067,228	99.96	22	5,835	0.03	2	30	0.01	1	79,895	2
9	20,067,228	99.96	22	5,835	0.03	2	30	0.01	1	79,895	2
10	20,072,528	99.98	22	335	0.01	1	30	0.01	1	80,095	3
11	20,059,528	99.93	21	5,835	0.03	2	7,730	0.04	2	79,895	2
12	20,072,428	99.98	21	635	0.01	3	30	0.01	1	79,895	2
13	20,067,192	99.59	19	335	0.01	1	79,965	0.4	3	5,496	4
14	20,067,192	99.59	19	335	0.01	1	80,065	0.4	4	5,396	3
15	20,146,827	99.98	21	335	0.01	1	430	0.01	2	5,396	3



